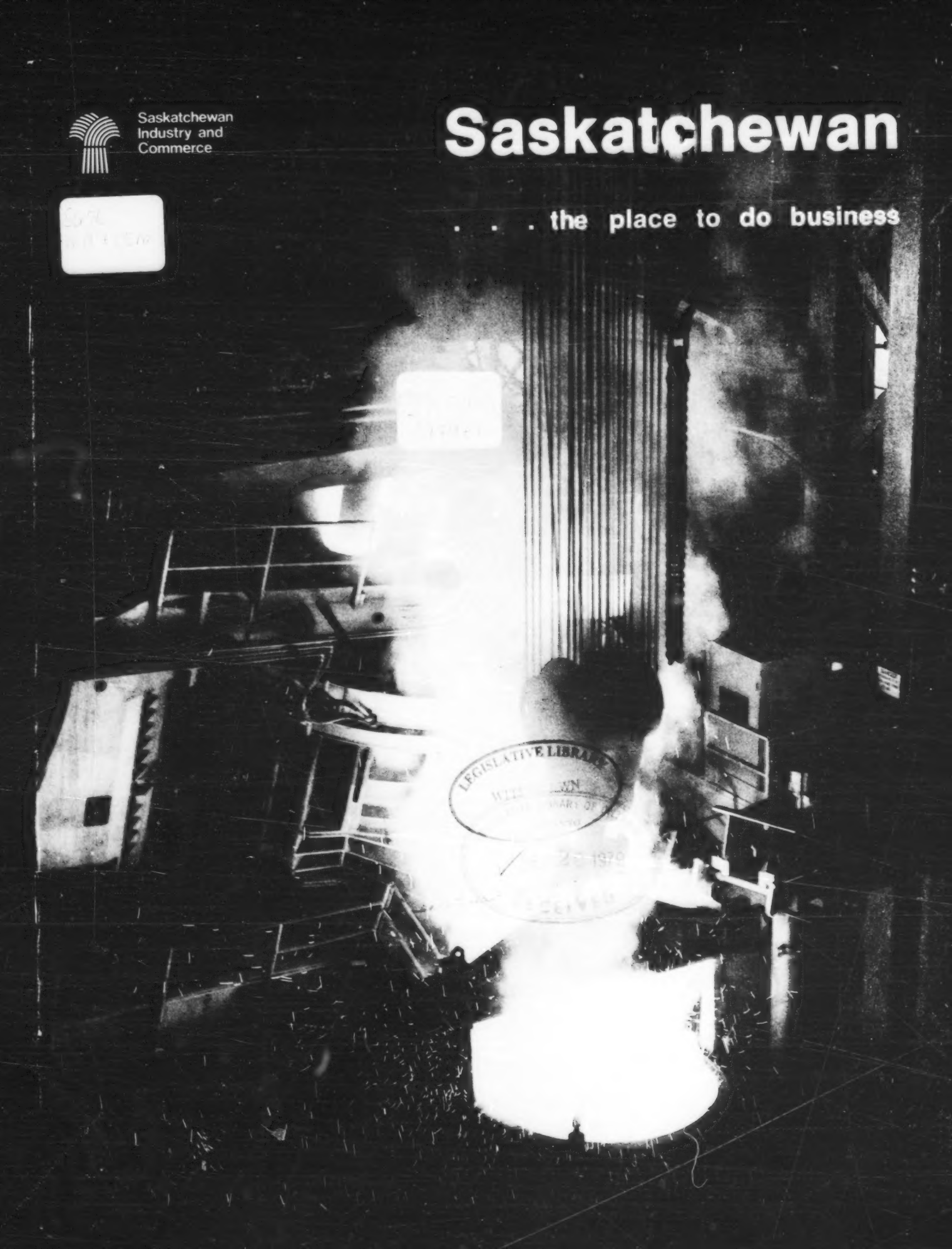
Saskatchewan
Industry and
Commerce

Saskatchewan

. . . the place to do business



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Saskatchewan Prernier Allan Blakeney (left) and Industry and Commerce Minister Norman Vickar.

The story of Saskatchewan's growth in the 1970s is a story of exceptional success. This remarkable success story is told in these pages, for business people.

Saskatchewan has a booming economy now, but it has not always been that way. In the earlier years of this century the province's economic fate was tied to agriculture, mainly the large but inconsistent wheat crop. However, the economic base has changed dramatically with the discovery and on-going development of oil, potash, uranium, coal, natural gas and other natural resources. Now, Saskatchewan is becoming home for a broad and growing range of industrial enterprises.

The province, and businesses located in it, enjoy a number of real advantages. There is an abundant supply of energy and a skilled labor force. The location is strategic. Saskatchewan industries have access to the expanding western Canadian market and the huge market in the west central United States. As well, the transportation routes established for grain and potash give Saskatchewan products easy access to markets around the world.

Potential investors will find a wide range of profitable opportunities in Saskatchewan. They also will find that investment of all kinds is welcomed. In all, it's a great place to live and do business. I invite you to investigate Saskatchewan. We mean business.

Norman Vickar

A place to

Rich in resources . . . growing with business

Saskatchewan is the middle province of the three Prairie provinces. To the south, across the International border, are the states of Montana and North Dakota.

There are about 950,000 people in Saskatchewan, who enjoy one of the highest living standards in the world.

An integrated transportation system gives Saskatchewan access to major ports on the Pacific Ocean and the Great Lakes. As a result, Saskatchewan products are sold all over the world.

Rail lines and highways connect the province with business concerns all around the continent, while international air routes give businessmen easy access to major business centres.

The province has all of the key ingredients for industrial growth - energy, natural resources, capital, skilled labor, industrial sites, transportation and proximity to markets. The businesses already operating in the province have created unprecedented prosperity in the 1970s, at a time when many other areas of the country have been experiencing difficulties.

The Gross Provincial Product was $7.84 billion in 1977, an increase of 125 per cent in the last five years. Per capita income was $6,860 in 1977, more than double the level in 1972.

The rate of new capital investment has increased more than 20 percent a year in this decade, well above the national average. In 1977, total private and public investment was $2,992 per capita, 26 per cent above the national average.

The changes brought about by that investment are evident throughout the province. In Regina, the largest steel producer in the northwestern part of the continent manufactures a full range of flat rolled steel products. In Saskatoon, companies manufacture sophisticated electronics equipment that is sold all over the world. Agricultural implements are manufactured in Yorkton and sold to the North American prairies and world markets. Other communities have similar industries reflecting the province's developing manufacturing sector.

Meanwhile, massive energy and resource development projects will continue to stimulate Saskatchewan's growth in the 1980s.

In **heavy oil,** an active drilling program has identified about 14 billion barrels of heavy oil-in-place in the west-central area of Saskatchewan, worth more than $50 billion. Planning continues toward the construction of at least one upgrading plant that will cost about $1 billion.

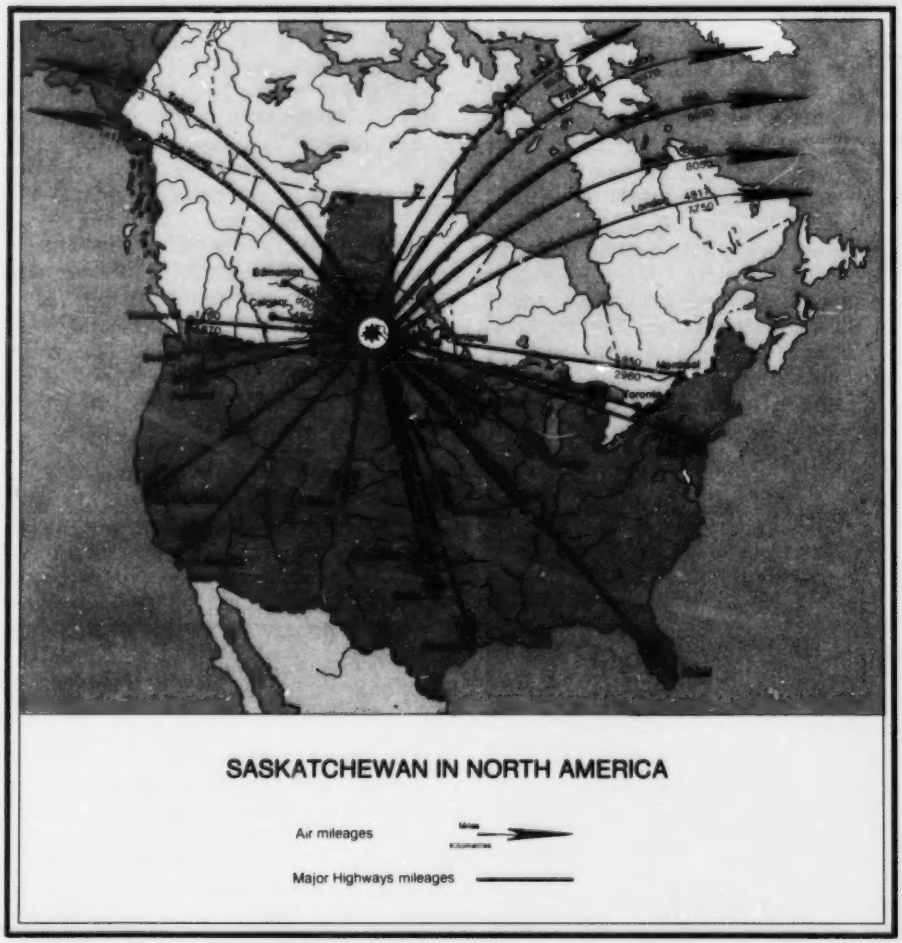
In **uranium,** there are two large mines producing now, but exploration has identified a number of world-class deposits. It is anticipated that there could be five uranium developments on stream by the mid-1980s, which will increase provincial uranium production to more than 20 million pounds a year. That will be worth about $1.2 billion a year to the provincial economy, and the developments themselves will bring about $1.5 billion in new investment into the province.

Coal production was 6.1 million tons in 1977, up 20 percent from the year before. The province has about 5.7 billion tons of economically recoverable lignite, which is being extensively developed to meet the province's future power

A PLACE TO DO BUSINESS

	Saskatchewan (Millions of Dollars)		
Selected Economic Indicators	**1972**	**1977**	**% Change**
Gross Domestic Product	3,480	7,836	125.2
Total Personal Income	2,767	6,475	134.0
New Capital Investment	825	2,265	174.5
Estimated Retail Trade	1,363	2,569	88.5
Value of Construction	593	1,557	162.6
Value of Mineral Production	419	1,218	190.7
Value of Manufacturing Shipments	647	1,368	111.4
Agriculture: Farm Cash Receipts	1,204	2,131	77.0
Census Value Added - Goods Producing Industries	1,672	4,008	139.7

do business



SASKATCHEWAN IN NORTH AMERICA

Air mileages

Major Highways mileages

requirements, as well as some out-of-province demands.

In **potash,** annual production is about 6.5 million tons of potassium oxide equivalent, worth about $400 million. A major construction program is under way now to enable the province to meet anticipated increases in world demand for this essential fertilizer product.

In **steel,** the Interprovincial Steel and Pipe Corporation Limited plant in Regina is being expanded to meet the growing demand in Western Canada for pipe and steel products. This plant is expected to supply a large part of the pipe for the Alaska Highway natural gas pipeline project, which itself will create additional spinoff activities in manufacturing.

Meanwhile, **agriculture** continues to grow and provide roughly half of the province's gross domestic production. Saskatchewan is called The Wheat Province for good reason, it is home to Canada's most important grain crop.

Livestock production and the cultivation of grains contribute significantly to the agricultural economy. In the near future, developments are expected in areas such as the industrial fermentation of agricultural feedstocks which provides a wide range of chemical products.

Saskatchewan's cities have emerged as business and distribution centres. The province's construction industry continues to lead Canada in growth rates as major office and industrial complexes are being built.

In the service industry, employment increased more than 50 per cent between 1969 and 1976.

The province has an excellent labor force, with one of the lowest rates of time lost due to labor disputes in Canada. While the unemployment rate is consistently the lowest in Canada, labor force growth has maintained an adequate supply of workers.

Finally, the Province of Saskatchewan is in excellent financial condition. It enjoys top credit rating and its gross direct and guaranteed debt is among the lowest of any Canadian province.

In 1977-78 the province budgeted for revenues and expenditures of about $1.7 billion, its gross revenues having increased more than 300 per cent since 1971, due to burgeoning resource revenues and the general increase in economic activity.

All of this makes Saskatchewan an unusual place. The province is financially healthy. Its economy is booming, and in the near future there is every reason for continued economic growth.

It's a great place to do business.

Markets a

Locational advantages give industries competitive edge

Saskatchewan is at the centre of the fastest growing region in Canada, the prairie region. It is stragetically located on the North American continent, at the heart of the Great Plains stretching from the Gulf Coast to the Arctic Ocean. The province is reasonably close to heavy population concentrations. There are more than 5.3 million people within a 500 mile radius of the capital city, Regina. Within a radius of 1,200 miles there are 81.3 million people, a large market for a wide variety of products that can be economically manufactured in Saskatchewan.

Saskatchewan cities are in a good position to penetrate the wealthy and growing consumer market of the prairie region. Overnight truck transit service is possible to all of the major centres in neighbouring Alberta and Manitoba as well as to six of the United States.

Saskatchewan has the most extensive network of highways of any province in Canada. Twenty-eight interprovincial trucking companies service Saskatchewan and another 96 firms provide service within the province. Transcontinental rail provides daily freight and passenger service to major destination points in Canada and the United States. Numerous daily jet airline flights connect the province with major centres across Canada and around the world.

In addition to a strong regional market, Saskatchewan manufacturers are finding a growing export market. Products such as prefabricated steel buildings, agricultural implements and electronic goods are being sold outside the prairie region. The Western United States presents a particularly attractive market for Saskatchewan based manufacturers.

Industrial activities have increasingly become a driving force in the provincial economy as a result of a period of unprecedented growth and prosperity which promises to continue well into the future. Existing industries are finding that the good transportation linkages, reasonably priced land, a strong labour force and location incentives provide a real competitive advantage.

Industrial growth has been accelerated by major energy and resource developments in Saskatchewan. The province is expected to experience the most massive uranium developments anticipated anywhere in the world. With two operating mines and three more being planned, a uranium refinery is soon anticipated. The potash industry is large, well established and growing.

Selected Market Indicators		PRAIRIE PROVINCES 1972	1977	Per cent Change	CANADA 1972	1977	Per cent Change
Total Population	('000)	3,562.5	3,867.5	8.6	21,801.5	23,291.1	6.8
Total Personal Income	($million)	12,598.0	28,170.0	123.6	83,767.0	172,370.0	105.8
Total Retail Trade	($million)	5,587.6	11,009.4	97.0	34,107.0	61,651.3	80.8
New Car Sales	(number)	124,828	159,244	27.6	858,959	991,398	15.4
Total Housing Starts	(number)	39,416	60,310	53.0	249,914	245,724	– 1.7
Engineering Construction	($million)	1,657.3	4,423.8	166.9	6,961.4	14,811.6	112.8
Total Investment	($million)	5,398.6	14,490.1	168.4	28,792.0	59,055.0	105.1

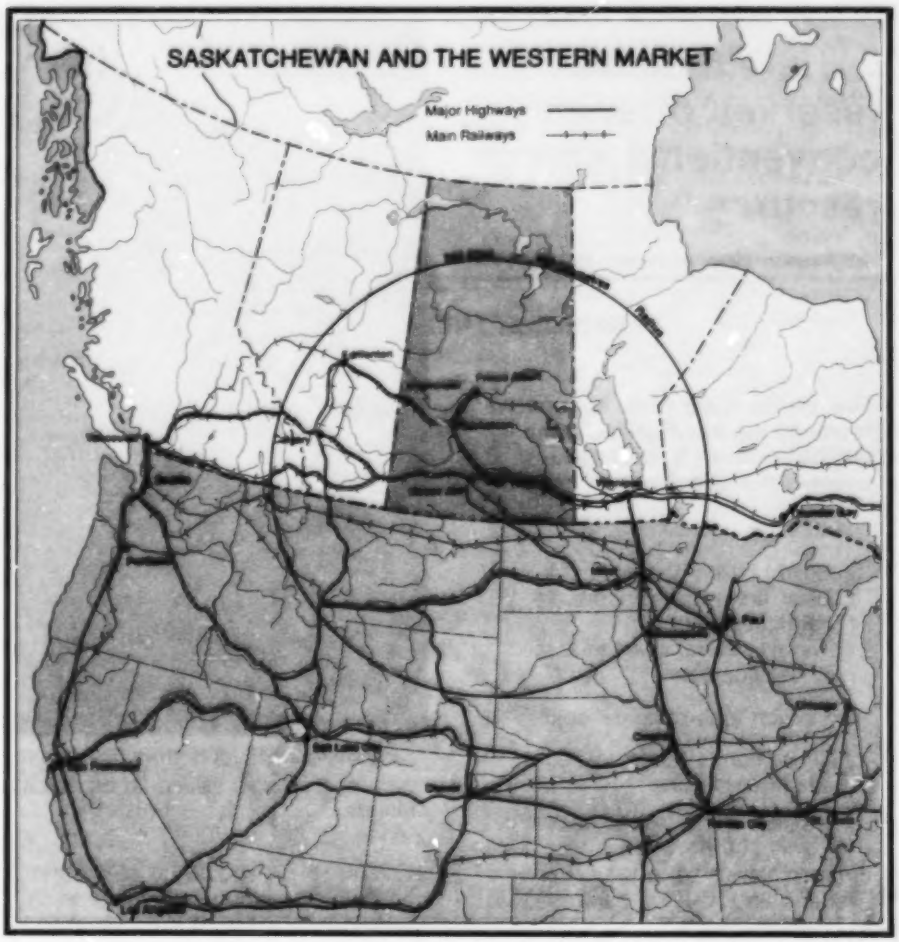
nd transport

Thousands of wells are planned in the province's heavy oil fields and this is expected to lead to at least one large upgrading plant. Coal deposits are now being more fully exploited. The province's forests and industrial mineral deposits provide additional prospects for future growth.

All of these resource developments, plus the Alberta petroleum and petrochemical industries, and the multibillion dollar Alaska pipeline, provide an almost unlimited range of industrial opportunities. Construction and mining equipment, auxilliary power units, communications equipment, building materials, materials handling equipment, industrial fasteners, pumps, valves, welding gases and heat exchangers are only a few of the vast array of items that will be required by growing industries. Enterprising and imaginitive entrepreneurs will find hundreds of products to add to the virtually endless list.

Agriculture also has become a sophisticated business in Saskatchewan. The degree of farm mechanization is reflected in the fact that the average farm is almost 1,000 acres in size and that the province's 70,000 farms employ only about 80,000 people. This high degree of mechanization provides a good market for implements and machinery as well as a wide variety of other products.

Saskatchewan business people have access to all of the modern facilities in telecommunications, data transmission, electronic data processing and computer systems services. These facilities keep the businessman in touch with his markets.



When analyzed by any economic development criteria, Saskatchewan clearly provides many advantages for industries seeking a profitable location.

The energ

" . . . extensive reserves of every conventional energy resource."

The province has all of the key ingredients for industrial growth — energy, natural resources, capital, skilled labor, industrial sites, transportation and proximity to markets.

Few places in the world are endowed with energy the way Saskatchewan is. Within its borders are extensive reserves of every conventional energy resource.

These include:

- about 14 billion barrels (in the Lloydminster area) of heavy oil-in-place. (That figure has been revised upwardly several times as a result of new developments.)
- 5.7 billion tons of lignite coal.
- 770 million barrels of light and medium crude oils.
- 1.3 trillion cubic feet of natural gas. (As well, the province is located immediately next to the Province of Alberta and its large gas reserves).
- 2,238 megawatts of potential hydroelectric capacity.
- about 200 million pounds of uranium oxide (yellowcake). (It should be noted that the province has no plans to develop nuclear energy generating capacity in the province because other energy sources have not yet been fully tapped).

The above figures are the most recent available, but it should be noted that continuing development is likely to improve the over-all energy situation in the province in the coming years.

Electricity in the province is produced and distributed by the Saskatchewan Power Corporation, a government-owned utility. It uses a combination of hydro and thermal generators, with gas-fired generators available in reserve. The main source is coal, and Canada's largest coal-fired generator is located in Saskatchewan. The entire province is served by an integrated electricity grid which pools the current production of 1,691 megawatts and distributes it on high voltage lines. As well, the province has contingency and power exchange agreements with neighboring jurisdictions.

Natural gas is supplied about equally from in-province and out-of-province supplies. This policy has served the province well by giving relatively low-cost

y base

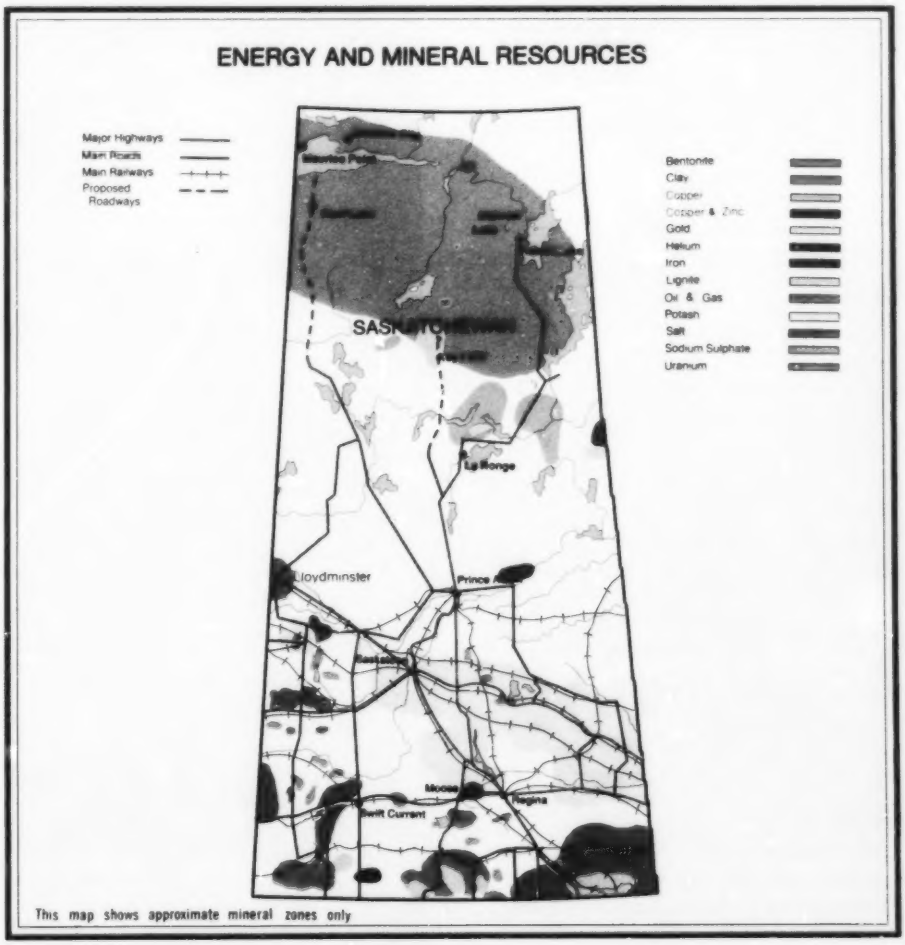
natural gas. However, the province has recently decided to stimulate the use of in-province reserves in the face of increasing costs of imported gas. Saskatchewan's natural gas reserves have not yet been fully delineated. Meanwhile, the province uses a grid of six and eight inch gas transmission lines to supply industrial and residential consumers.

All basic types of crude oil are produced in the province. Annual production is about 60 million barrels and increasing. The province currently accounts for about 10 percent of Canadian production but this likely will increase as a result of recent developments in the heavy oil field, where several heavy oil drilling programs are under way aiming to prove a feedstock adequate to supply a 100,000 barrels a day upgrading plant.

Elsewhere in oil, the conventional production in the southeast and southwest fields continues to be a significant source of energy. Various companies also are exploring the deeper formations now in in anticipation of a major new find.

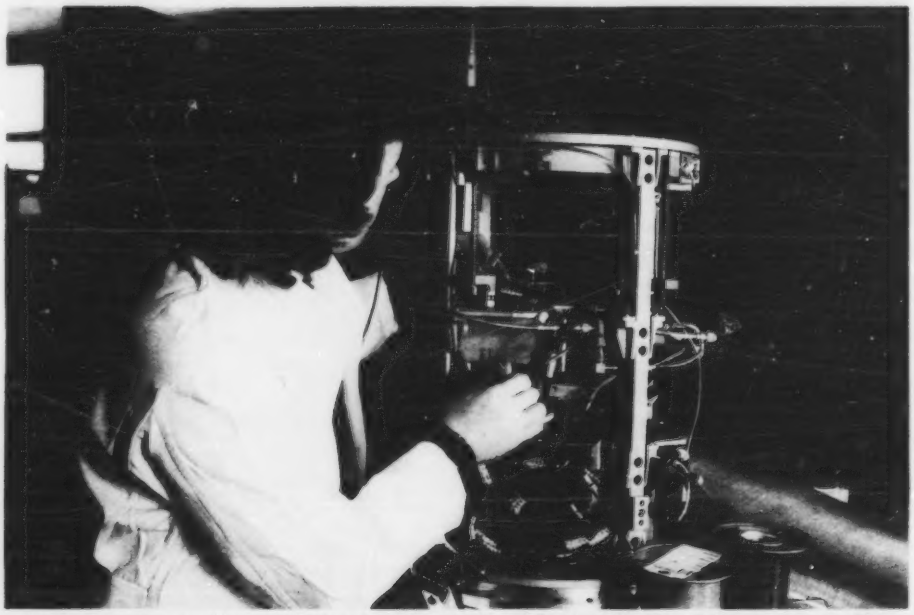
Uranium is a valuable commodity to the province, but it will not likely be used for electricity generation in the near future. The province now has two mines operating, a third just entering construction and two more world-class deposits nearing development. The Amok Ltd. mine at Cluff Lake, for example, contains ores grading more than 27 per cent, while the Key Lake and Midwest Lake projects each have about 100 million pounds of uranium oxide in ores grading more than two per cent.

The vast reserves of lignite coal will play an increasingly important role in the province's energy future. It now is being used extensively for electrical generation, but in the future it likely will be used extensively in other forms, such as in situ gasified and liquified technology. Research now under way on the various processes that can be used to convert the coal will assure Saskatchewan residents and industries of an adequate energy supply well into the next century.



Manufactu

"an unusually inventive province"



Inventiveness and innovation are trade marks of Saskatchewan entrepreneurs. The product line of SED Systems Ltd. of Saskatoon (above) includes automatic telephone dialers, rocket payloads, satellite stations, electronic instrumentation for agriculture and other high technology products.

Saskatchewan's manufacturing industries have experienced rapid growth in the 1970s. Investment in manufacturing has increased an average 30 per cent a year since 1973. The value of factory shipments increased 110 per cent from 1972 to 1977, 35 per cent above the national average. Employment in manufacturing has increased nine per cent between 1971 and 1976, triple the national average.

Already, the province is home to a thriving manufacturing industry, but there is every reason to believe that industry will be growing even more in the near future.

Regina is the home of Interprovincial Steel and Pipe Corporation Ltd. (IPSCO), a largest steel production complex in the northwestern area of the continent. An $80 million expansion now under way will increase the plant's rolling capacity to 750,000 tons a year from 450,000 tons. The expansion also will increase the plant's ability to produce sheet and plate products for the growing market in Western Canada.

IPSCO's production feeds a variety of metal fabricating industries, including the booming agricultural implements industry. The value of farm implements produced in the province increased from $1.1 million in 1961 to $63.8 million in 1976. Now, Regina hosts the annual Western Canada Farm Progress Show, which is a showcase for new agricultural implements and inventions.

Saskatchewan, in fact, is an unusually inventive province, and not only in farm implements. A sophisticated electronics industry is developing in Saskatoon, and the Saskatoon Research Park being built at the University of Saskatchewan (in Saskatoon) is expected to become a centre for industrial research and development in Western Canada.

The province's chemicals industry is well-developed now and has excellent potential for the future. Because of the province's sedimentary geology and its variety of natural resources, there is a wide range of chemical-based industries. Plants produce industrial gases, paints, plastics, insecticides, disinfectants, caustic soda, chlorine, fatty acid nitrogen derivatives, ammonium phosphate and many other compounds. In the future, the province is a good prospective location for industrial fermentation activity, utilizing agricultural feedstocks and renewable resources to

ring

produce a wide range of products. The chemicals sector in general can anticipate many new opportunities to be generated by the massive resource developments in the 1980's.

The minerals industry also contributes to manufacturing in that the major resource developments are a market for manufactured products. But in addition to that is a long list of minerals that are or could be part of a manufacturing industry. They include iron, limestone, manganese, marl, quartz, silica sand, clays, bentonite and sodium sulphate.

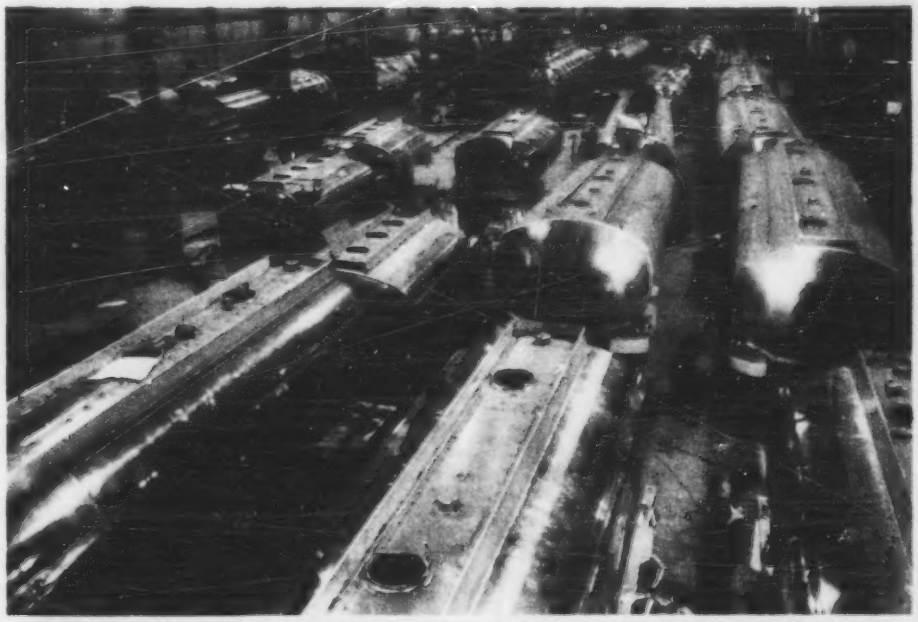
In forest products, there still are a number of opportunities for development. Forest industries now produce studding, dimensional lumber, waferboard, plywood, preserved wood products and bleached kraft pulp. However, large volumes of poplar remain uncommitted and an objective of the provincial government is to increase the utilization of forest resources by achieving a higher proportion of annual allowable cut.

Saskatchewan historically has been one of the world's most important primary producers of food, such as wheat, barley, oats, rapeseed, flax, livestock and poultry. However, there is an increasing trend towards diversification, such as production of field peas and lentils. Manufacturing industries related to food undoubtedly will become more important to the provincial economy. The food and beverage industries shipped $520 million worth of products in 1977.

Such industries will flourish even more in the coming years in Saskatchewan, in response to both the booming economy in the province, and the growth in the northwestern part of North America in general. Saskatchewan is at the heart of that area, and its resources give it a number of advantages for developing into a centre for manufacturing.

The immediate beneficiary of resource development and manufacturing growth is the construction industry. Saskatchewan continues to lead Canada in the rate of construction growth. The value of construction activity should exceed the 1977 level of $1.5 billion in future and continue to grow rapidly. This will generate many opportunities in the manufacture of building materials and supplies.

The various developments outlined above should set the stage for a great many opportunities in manufacturing. These will include basic farm implements, sophisticated electronic products, mining and materials handling equipment, transportation equipment, storage buildings and equipment, housing components, building materials, metal fabricated products, plastics, industrial instrumentation, food products, consumer goods, leisure products, production machinery and many others.



Westank Industries Ltd. of Regina, which manufactures tank trucks, trailers, storage tanks and other products, is one of approximately 1,000 manufacturing companies located in Saskatchewan.

Manpower

"The people . . . renowned for their hard work and productivity."

The University of Saskatchewan at Saskatoon (above) is one of the province's two universities. Nine per cent of Saskatchewan's workers have at least one university degree.

Saskatchewan has a strong labor force of more than 420,000 people. It has grown rapidly from about 350,000 people in 1971. That growth has been both a cause and an effect of the province's expanding economy. While unemployment in Canada is consistently higher than in Saskatchewan, it is safe to assume that the province will continue to have an adequate labor force, through immigration and natural population growth, for the major projects of the next decade.

Saskatchewan's educational system includes a network of community colleges and technical high schools and training centres.

Saskatchewan always has had a reputation for its good labor force. The people who were born in rural Saskatchewan are renowned for their hard work and productivity.

As well, the province follows a policy of constantly improving the quality of education and training through various programs and incentives.

Education is a priority in Saskatchewan, from pre-school through graduation and into continuing education for people already in the work force. About 80 percent of Saskatchewan's workers have at least secondary education and 26 percent have at least some post secondary education. Nine percent have at least one university degree.

There are two universities in the province at Saskatoon and Regina. As well, there are 15 community colleges in the province, the most extensive community college system in North America, which offers up-grading programs.

There also is a strong emphasis on vocational training. Technical high schools are located in all major centres. There are five technical training centres in the province, which offer training in engineering technologies. The technical centres also offer

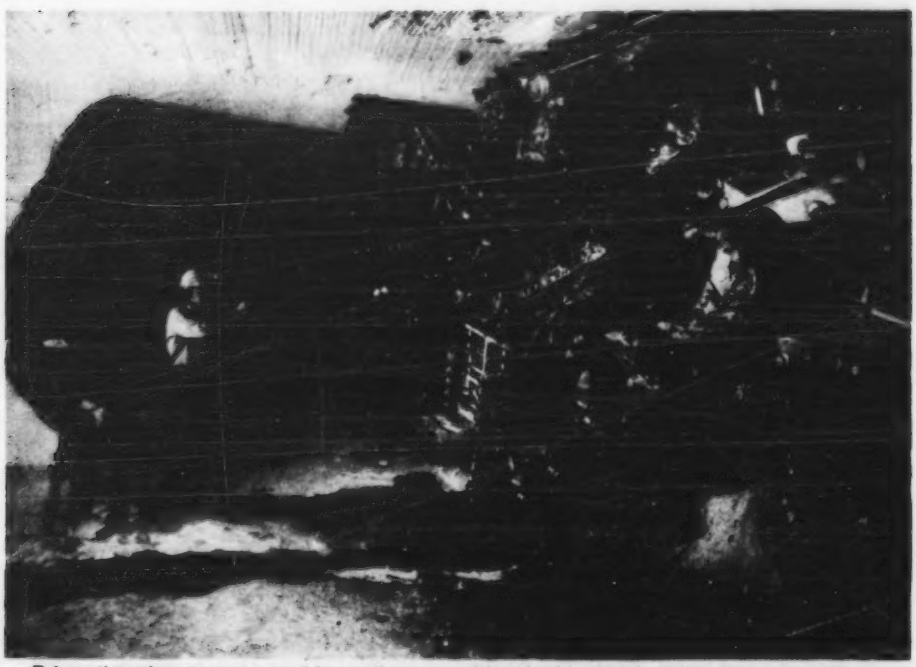
apprenticeship training programs in co-operation with various industries such as construction, so that job training is matched with job vacancies and labor requirements. There also is assistance provided in skill up-grading.

The province sees new challenges for education and manpower development as the economy grows and matures. As a result, there are and will continue to be increasing opportunities for workers to improve themselves, a benefit to both the workers and their employers.

As well as the emphasis on education, the province's management of the labor climate in the province is significant. The province has a strong and capable labor department, which administers some of the most progressive labor laws in North America.

The Saskatchewan Labor Relations Board provides services, such as conciliation to both employers and employees.

As a result, Saskatchewan has what can only be described as an attractive labor climate, attractive to both employers and employees.



Educational programs and incentives combined with steady labor force growth ensure that industrial operations in Saskatchewan will have an ample and growing supply of skilled workers. Pictured are underground workers at the Cory Division of the Saskatchewan Potash Corporation.

A good pla

Both business opportunities and lifestyle are attractive

Saskatchewan. It's a profitable place to do business, and it's a good place in which to live.

Saskatchewan residents have one of the highest standards of living in the world. Programs such as free medical insurance (Medicare, without premiums) ensure ã healthy population. But now Medicare is only typical of the broad range of social programs including subsidized drugs and free dental care (for certain age groups) that are working for Saskatchewan people.

There is more than an attractive socio-economic climate as shown by cultural life, recreational activities, ease of transportation and the generally high level of participation in social affairs.

The province's major cities are large enough (150,000 pop.) to offer every amenity, and yet youthful enough to avoid the problems of older, more complex urban centres.

Within 20 minutes, every city dweller can be in the beautiful countryside. Air and water are virtually pollution-free and the province abounds with recreational opportunities all year round.

From golf to hiking to tennis, business people seeking fun and fitness can choose from a variety of outdoor activities in Saskatchewan.

There are 16 provincial parks, 64 regional parks and one national park in Saskatchewan, and 200 campgrounds distributed throughout the province. No matter what your preferred recreation is, you can find it in Saskatchewan.

North America's major bird flyways cross the province, and it is one of the world's largest breeding grounds for ducks and geese. Moose, deer and other game abound in the province's northern forests. Saskatchewan is a hunter's paradise.

The province is a playground in winter as well. Frozen lakes and indoor arenas have been training grounds for the world's finest hockey players and curlers. Downhill and cross-country skiing are popular activities as well.

Sports are well organized and well attended at both the amateur and professional levels. There are opportunities to participate for those who are so inclined.

Cultural and artistic activities also are popular in the province. Saskatchewan is proud of its growing number of professional and amateur arts groups. Both Regina and Saskatoon support symphony orchestras and touring international artists regularly visit Saskatchewan's modern concert halls.

The most active musical festival organizations in Canada are in Saskatchewan, with annual festivals in 42 communities.

As well, nearly every community holds an annual agricultural fair or exhibition. Regina's Agribition is a world-class show and sale of breeding stock while its new annual exhibition of farm machinery is the showcase in Western Canada and the world for developments in the industry.

In short, Saskatchewan is a vibrant and healthy province. It's a great place to live.

ce to live

The popular Saskatchewan Roughriders of the professional Canadian Football League are part of the great variety of spectator sports — from ice hockey to rodeo — offered in Saskatchewan.

Winter offers a wide range of recreational activities for the whole family, from skating to ice fishing to skiing.

The visual and performing arts are an important part of Saskatchewan life.

The many lakes and streams of Saskatchewan provide opportunities for water sports from sailing to fishing to water skiing.

Support fo

Development strategy supports private role

Once you have decided to start a new business in Saskatchewan, or even if you are still just thinking about it, you will find a broad range of services and incentives to help you set up business in the province.

The government's economic development policy includes: continuing the upward momentum in the economy by diversifying the economic base; adding value to its natural resources by processing them in the province wherever feasible; supporting the essential role the private sector plays in initiating, financing and operating new developments; attracting new investment from outside the province, particularly if the developments involve new technologies and highly developed management skills; providing a range of support programs that will make it easier for investors to anchor new and viable industries in the province.

The support services available to new investors include planning and site selection, financing, professional services, manpower training, marketing assistance, and research development.

1. Planning and Site Selection

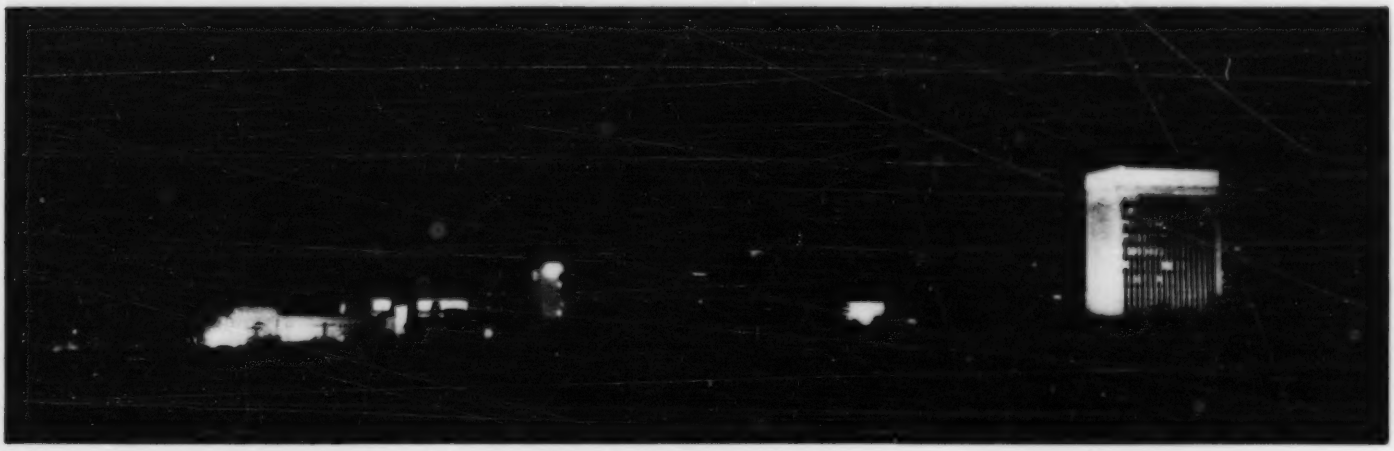
(a) The Saskatchewan Industry and Commerce department will assign industrial consultants to work with potential investors to provide information on site selection, financial services, markets, transportation and other matters, all in total confidentiality;

(b) The Industry and Commerce department may share up to 50 per cent of the cost of market and feasibility studies to assist potential investors in evaluating investment opportunities;

(c) The Saskatchewan Economic Development Corporation (SEDCO) will share costs with communities developing industrial parks and providing infrastructure for new industrial development;

2. Financing

(a) Saskatchewan's **private financial institutions** are experienced in all aspects of financing and offer a full range of services. The recent expansion in the provincial economy has seen new and larger offices opened in the province by



Reflecting the province's economic activity and potential for growth, Saskatchewan's cities have emerged as business and distribution centres. A full range of commercial and industrial services are available in most cities.

r industry

the leading institutional lenders to industry. Prospective investors will find regional offices in Saskatchewan for all of the major Canadian banks and trust companies. As well, credit unions are an important source of commercial credit in the province.

(b) In Saskatchewan, the **Department of Regional Economic Expansion (DREE)** provides an "incentive program" of grants and loan guarantees to manufacturing and processing industries to establish, expand or modernize, and loan guarantees to certain commercial projects. Most manufacturing and processing industries are eligible for development incentives and loan guarantees. Commercial facilities are not eligible for grants but loan guarantees may be provided.
The approved capital costs for new facilities, new product expansion, volume expansions and modernization must be at least $25,000. However, if a new facility or new product expansion creates at least five direct jobs in the operation, the capital costs can be as little as $5,000.
In the case of a loan guarantee, projects with total capital costs of $100,000 or more may qualify for assistance.

(c) **The Saskatchewan Economic Development Corporation (SEDCO)**
can provide additional sources of financing including: mortgage loans of up to 20 years, depending on the property to be financed; short-term loans; leaseback or rental arrangements on industrial sites, building and equipment; share capital participation and financing; guarantees on loans with conventional lending sources. SEDCO is a major source of venture capital, and can develop an individual financial package for each project proposal, as well as provide its own information and special services to the prospective investor.

The Ross Industrial Park in Regina (above) is one of many fully serviced areas set aside for industries which want to locate in Saskatchewan.

The **Federal Business Development Bank (FBDB)** extends financial assistance to new or existing businesses of almost every type which do not have other sources of financing available to them on reasonable terms and conditions.

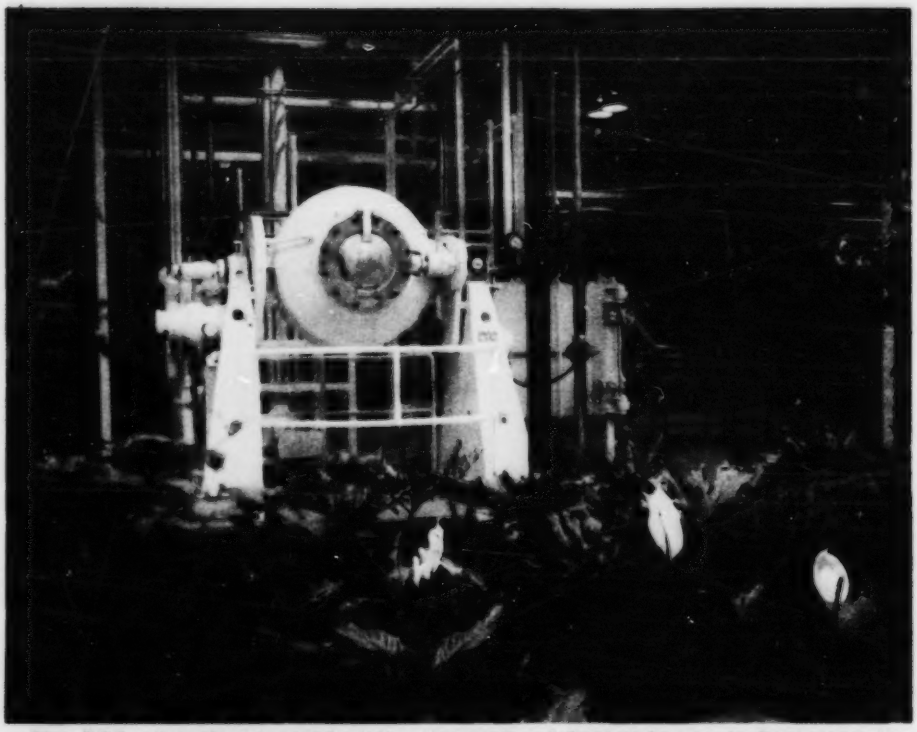
Financing for smaller businesses

The Saskatchewan Industry and Commerce department administers the **Small Industry Development Program,** which offers forgivable loans for projects costing less than $100,000. Manufacturing and processing companies planning to expand, modernize or establish a new facility in the province are eligible to receive the forgivable loans.

Both SEDCO and FBDB also provide financing for small businesses.

3. Professional Services

(a) A wide range of private professional services are available from Saskatchewan's engineers, architects, management consultants, accountants and lawyers. The Saskatchewan



The POS pilot plant located at the University of Saskatchewan in Saskatoon is devoted to the development of Canadian cereal grain, oil seed and legume processing technology. A wide range of private and public research facilities are making Saskatoon the industrial research centre of Western Canada.

Directory of Professional Consultants, produced by Saskatchewan Industry and Commerce, is available on request.

(b) The Saskatchewan Industry and Commerce department, SEDCO and DREE all offer certain professional services such as assistance with project planning and coordination.

4. Manpower Training

(a) **The federal Department of Employment and Immigration** provides financial assistance for the training of employees. The amount of assistance paid to the company while the employee is in training can be 40, 60, or 80 per cent of wages. Assistance is also available to companies who provide facilities and instructors, or arrange for employees to take training in an educational institution.

5. Marketing Assistance

(a) **The Aid to Trade Program** administered by Saskatchewan Industry and Commerce is designed specifically to assist the individual manufacturer or processor to either introduce new products to the marketplace or to cultivate new markets for existing products. The program provides cost-shared funding for a variety of marketing activity including trade fairs, trade missions, market research, product promotion, incoming buyers and sample shipments.

(b) **The Trade Commissioners** of the federal Department of Industry, Trade and Commerce act as export market consultants to assist Canadian exporters in all phases of marketing.

(c) **The Program for Export Market Development (PEMD)** operated by the federal Department of Industry, Trade and Commerce assists Canadian suppliers of goods and services to enter new export markets or to undertake additional export development activities.

(d) **The Saskatchewan Industry and Commerce** department will cost-share marketing studies both with established firms and companies seriously considering investing in Saskatchewan.

(e) **The Export Development Corporation** provides various types of financial assistance to companies exporting products out of Canada on a major scale. This assistance takes a variety of forms including direct loans, loan guarantees, loans to foreign buyers and insurance. This assistance can cover consumer goods, general commodities, individual sales of capital goods and technical or similar services.

6. Research and Development

(a) The Saskatchewan Industry and Commerce Department under its **Product Development Program,** provides financial assistance to develop or improve products to be manufactured in the province.

(b) **The National Research Council,** an independent research agency, attempts to meet the research needs of industry in Canada through its laboratories, staff consultations, technical information services, project grants or contracts and other forms of assistance. NRC will complement and assist research in industry and will encourage and assist, where feasible.

(c) **The Saskatchewan Research Council** conducts and promotes research and development in the natural and managerial sciences applied principally to the environment, resource development, agriculture, and industry. It assists industry by providing technical information and industrial engineering services. Contractual work is undertaken for both the private and public sectors. Financial assistance and cost-shared development programs are offered by the SRC.

(d) **The federal Department of Industry, Trade and Commerce,** through its Design Canada Program, can assist Saskatchewan companies with product analysis and product development and design programs.

(e) **The University of Saskatchewan** and **SEDCO** are jointly developing on the Saskatoon campus the first industrial research park in Western Canada.

7. General Assistance

The Enterprise Development Program of the federal Department of Industry, Trade and Commerce is intended to help smaller and medium-sized companies become more viable and internationally competitive. The EDP Program can provide a broad range of financial assistance for industrial adjustment and/or product development projects.

There are two primary methods by which the EDP participates in projects with a firm:

(i) Through sharing of project costs or
(ii) By providing insurance for a term loan to finance the project.

For more information

If you are interested in more specific information about business activities and opportunities in Saskatchewan, we will be pleased to assist you.

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